



Posted 04/24/2014 JW
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CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE
REAL ESTATE COMMISSION**

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: DPR.DELAWARE.GOV
EMAIL: customerservice.dpr@state.de.us

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, May 1, 2014 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

**AMENDED AGENDA
(Amended items are denoted with an asterisk)**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – April 3, 2014
- 3.0 Unfinished Business
 - 3.1 Review Correspondence from the Frederick Academy of Real Estate Regarding Previously Tabled Broker's Pre-Licensing Course Provider Application
- 4.0 New Business
 - 4.1 Update from the Commission – Ms. Klimowicz
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: American School of Real Estate Express, LLC
 - 4.2.1.1 Course Title: Delaware Core Module 1 – Agency & Fair Housing
Credit Hours: 3.0
Module: 1
 - 4.2.1.2 Course Title: Delaware Core Module 2 – Professional Standards
Credit Hours: 3.0
Module: 2
 - 4.2.1.3 Course Title: Delaware Core Module 3 – Real Estate Documents
Credit Hours: 3.0
Module: 3
 - 4.2.1.4 Course Title: Delaware Core Module 4 – Office Management
Credit Hours: 3.0
Module: 4

- 4.2.1.5 Course Title: Delaware Core Module 5 – Legislative Issues
Credit Hours: 3.0
Module: 5
- 4.2.1.6 Course Title: Delaware Core Module 6 – Practices of Real Estate
Credit Hours: 3.0
Module: 6
- 4.2.1.7 Course Title: Demystifying Appraisals
Credit Hours: 3.0
Module: 7
- 4.2.1.8 Course Title: A New Look at Contract Law
Credit Hours: 3.0
Module: 7
- 4.2.2 Course Provider: Association of Realtors School
 - 4.2.2.1 Course Title: Seniors Real Estate Specialist
Credit Hours: 6.0
Modules: 6 & 7
 - *4.2.2.2 Course Title: Seller Representative Specialist (SRS)
Credit Hours: 6.0
Modules: 6 & 7
- 4.2.3 Course Provider: Jack Lingo, Inc., REALTOR
 - 4.2.3.1 Course Title: Video Marketing for Real Estate
Credit Hours: 3.0
Module: 7
- 4.2.4 Course Provider: OnCourse Learning Corporation dba Career WebSchool
 - 4.2.4.1 Course Title: Prequalifying Your Buyer in Today's Market
Credit Hours: 3.0
Module: 7
- 4.2.5 Course Provider: The CE Shop, Inc.
 - 4.2.5.1 Course Title: BPOs: The Agent's Role in the Valuation Process
Credit Hours: 6.0
Module: 7
- *4.2.6 Course Provider: Delaware Association of Realtors
 - 4.2.6.1 Course Title: Agency & Fair Housing
Credit Hours: 3.0
Module: 1
 - 4.2.6.2 Course Title: Agency & Fair Housing
Credit Hours: 3.0
Module: 1
 - 4.2.6.3 Course Title: Professional Standards
Credit Hours: 3.0
Module: 2

- 4.2.6.4 Course Title: Legislative Issues
Credit Hours: 3.0
Module: 5
- 4.2.6.5 Course Title: Expand Your Market Influence with Low Cost Technologies
Credit Hours: 3.0
Module: 7
- 4.2.6.6 Course Title: Generational Selling & Social Media
Credit Hours: 3.0
Module: 7

4.3 Review of Instructor Applications

4.3.1 Danielle Benson

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Short Sales & Foreclosures; Listing Strategies; Marketing & Planning; Managing Risk; Property Management; Understanding Negotiations; Navigating Today's Market; Professionalism

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Brokerage; Real Estate Documents; Ethics

4.3.2 Roberta Jones

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Contracts; Financing; Negotiating; Short Sales; REOs; Government Loans; Foreclosures; Credit Enhancement; Real Estate Related Topics

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

4.3.3 Shirley Kalvinsky

Continuing Education: Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Business Planning; Road to Success; Financing

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment; Mathematics

*4.3.4 Mark Randolph

Pre-Licensing Course: Real Estate Mathematics

Broker's Course: Financing; Mathematics

*4.3.5 Bruce Plummer

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – The RE Agent's Disclosure Duties; GRI 101 – Planning & Developing a RE Business; GRI 301 – Working with Buyers & Sellers; GRI 501 – Professional Development

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment; Mathematics

4.4 Review of Student Requests for Approval of Continuing Education

4.4.1 Student Name: Celestine Matthews

Course Title: Procuring Cause & Conflict Resolution

Course Provider: Century 21 Gold Key Realty

Credit Hours: 3.0

Requesting Approval for Module: 7

4.4.2 Student Name: Yvonne Tsavalas

Course Title: Understanding the Agreement of Sale

Course Provider: New Castle County Board of Realtors

Credit Hours: 3.0

Requesting Approval for Module: 7

4.4.3 Student Name: Jason Wilson

Course Title: Understanding the Agreement of Sale

Course Provider: Ward & Taylor, LLC.

Credit Hours: 3.0

Requesting Approval for Module: 7

*4.5 Review Corrected Evaluations and Updated Company Procedures from Long and Foster Institute of Real Estate Pertaining to Continuing Education

5.0 Correspondence

*5.1 Review Correspondence from the Delaware School of Real Estate Pertaining to Real Estate School Recruiting/Sharing Class Lists

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – June 5, 2014 at 9:30 a.m.

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

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A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.